

©Ent contents copyright 1988, by Crain Communications, Inc. All rights reserved.
Reproduction or use of editorial content in any manner without permission is strictly prohibited.

By Lindsay Chappell
AUTOMOTIVE NEWS STAFF REPORTER

**By Mary Ann Maskery
and Andrew R. McGill**
AUTOMOTIVE NEWS STAFF REPORTERS

By Richard Johnson
AUTOMOTIVE NEWS STAFF REPORTER

By David Versical
AUTOMOTIVE NEWS STAFF REPORTER

**By Charles M. Thomas
and David Versical**
AUTOMOTIVE NEWS STAFF REPORTERS

Page 6

Senate boss is tough foe on clean air

By Geoff Sundstrom
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — Senate Democrats last week chose a leader who has a reputation for being uncooperative toward the auto industry on environmental issues. Nonetheless, the car companies are optimistic about working relations.

New Senate majority leader George Mitchell, D-Maine, has been a prime mover behind clean-air legislation in Congress, and the stringent new controls he wants on tailpipe emissions have been fought tooth and nail by the automakers for several years.

Now that Mitchell has the top party post in the Senate, automakers are bracing for a battle in 1989. Although Mitchell is a self-described liberal Democrat, environmental specialists for the auto industry say he may work well with President-elect George Bush.

Bush has indicated that, as president, he will place a high priority on environmental matters and is especially anxious to find a cure for acid rain.

A Ford Motor Co. spokesman said, "Mitchell was the obvious choice of the Democratic majority in the Senate. We look forward to working with him as closely as he desires."

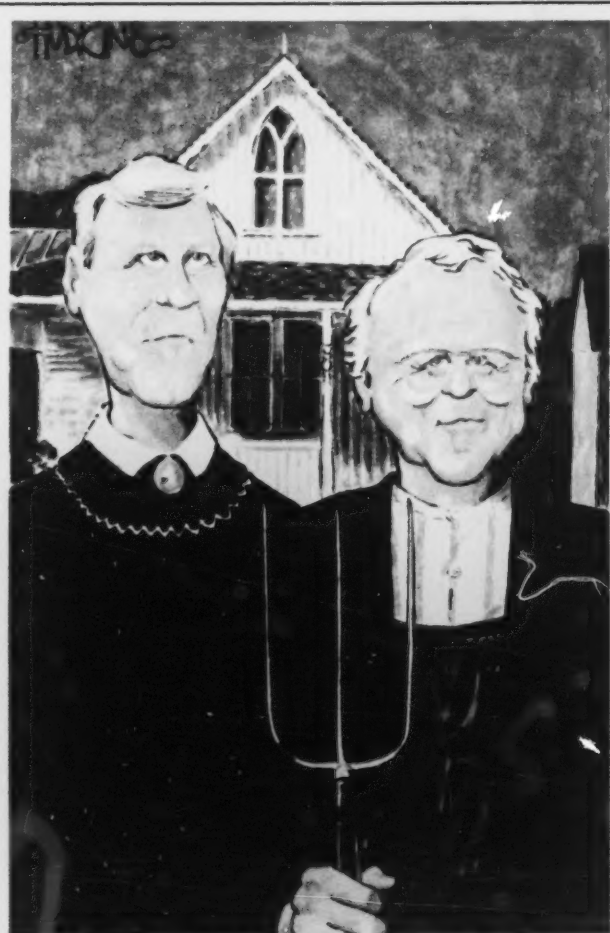
General Motors' Washington office had no official comment, but expressed hope for clean-air legislation that will not weaken the American automobile industry.

Robert G. Liberatore, Chrysler Corp. director of public policy, said, "Chrysler feels Senator Mitchell can make a real contribution to the public policy process."

Liberatore was staff director for the Democratic Policy Committee before joining Chrysler in 1985.

"Mitchell is a liberal, but I wouldn't say he is anti-business," Liberatore said. "I think he will be relatively aggressive on issues like child care, mandatory health insurance and the minimum wage, but he is a reasonable man. He has an open mind on trade and that has great appeal to us."

The National Automobile Dealers Association is particularly concerned about the mandated benefits issues mentioned by Liberatore because of the financial impact they would have on car dealers. Like the automakers, however, NADA believes it can work well with the new majority leader.



AMAIZING: Saturn's 1st born is field of corn

By Lindsay Chappell
AUTOMOTIVE NEWS STAFF REPORTER

NASHVILLE, Tenn. — The factory walls are still going up at Saturn Corp.'s massive plant, but one thing is already clear: Cars aside, the operation has a heck of a future in crop management.

About 500 acres of the Saturn site were planted with corn this year. Since the summer drought wiped out more than a third of the Iowa/Illinois corn crop, the national supply was down, prices were up and General Motors was on the spot.

Saturn-employed farmers harvested some 20,000 bushels of corn — all of it snapped up by one dairy farmer in Alabama.

The drought cut GM's yield from last year, but not the price. Corn prices in 1987 hovered in the range of \$1.65-\$1.75 a bushel. A bushel this year fetched about \$3.15, representing an 80 percent increase in gross margins. Saturn's proceeds from the venture: \$63,000.

Had the entire 2,450-acre tract been planted, the corn raiser/carmaker might have earned about \$300,000.

The company also has 400 acres under winter wheat, 180 acres under barley and almost 400 acres under soybeans. Soybean prices, incidentally, are up 75 percent compared with last year. Imagine boosting Grand Am prices 75 percent.

Ed Killgore, Saturn's manager of site facility, said the farming operation is primarily a function of land maintenance.

"We want to keep the land the way we found it," he said. "That means more than having a bunch of industrial buildings on it. We want to blend into the neighborhood."

"It's definitely good land," Killgore added. "We made out pretty good."

Easy credit hikes GMAC, Ford repos

By Diana T. Kuryiko
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — Easy credit intended to sell more cars and trucks has inflated loan delinquency and repossession rates at the captive finance arms of General Motors and Ford Motor Co.

A new study released here by the American Bankers Association shows that General Motors Acceptance Corp. and Ford Motor Credit Co. — at one time among the most conservative lenders in the United States — now have higher — and worsening — repossession and delinquency rates than do commercial banks on comparable loans.

GMAC's repossession rate rose to 2.1 percent during the first nine months of this year from 1.7 percent during the same period a year earlier. Ford declined to release quarterly figures, but the No. 2 carmaker said the rate was troublesome enough that Ford stepped up collections, cracking down on customers with late payments in an attempt to reduce the repo rate.

In comparison, the American Bankers Association survey showed that commercial banks had a third-quarter 1.2 repossession rate on loans made directly to retail customers and a 1.9 repossession rate on indirect loans made through new-car dealers.

Both quarterly figures were up from the prior quarter and the corresponding year-ago period, but remained lower than the GMAC rate.

Another indicator of potential losses is delinquencies. GMAC's delinquent loan rate, payments that are at least 31 days overdue, was 2 percent for the first nine months, compared with 1.9 percent during 1987.

Although the American Bankers Association survey rates are based on per-1,000 loans and the GMAC rates are stated as a percent of outstanding loans, the bankers' group and GMAC agree the rates are comparable.

Ford Credit's late loans were also on the upswing during the first nine months, although the finance unit refused to release specific data.

The increase in problem loans — although a seemingly small shift of a few percentage points — also has sent earnings plummeting and has made both giant financial institutions seriously re-examine their lending practices.

Both GMAC and Ford Credit now admit that in their zeal to attract new buyers, especially students and customers with questionable credit ratings, they may have loosened credit standards too much.

"We made some bad loans, it's easy to see in the long term," said Don Cook, executive vice president of Ford Credit. "But we can see the trends and we can do something about it."

But there's little that either company can do to reduce the percentage of higher-risk loans already on the books. And ultimately, GM and Ford dealers who use the captive finance arms will feel the pinch.

About 30 percent of Ford Credit's loans are with recourse, Cook said. A recourse loan provides that the dealer shares the risk and forfeits a portion of his profit for arranging the loan — typically more than for a non-recourse loan — if it goes bad. GM said 21 percent of its loans are with recourse.

The consequences of easier credit are only beginning to show up. Banking experts said it takes at least 15 to 24 months for an average car loan to go bad. Now, nearly two years after credit requirements were eased in late 1986, both GMAC's and Ford Credit's late payment rates and repossessions are up.

The most dramatic barometer of bad loans is repossessions. Taking back a car is considered a last resort by the captive financial institutions because of the ill will that is created by a repossession. GMAC often attempts to work out extended credit payments and change the terms of a loan to avoid a repossession, said a GMAC spokesman.

But while GM and Ford delinquency rates were up for the first nine months, the percentage of late payments on bank car loans dropped, according to a survey by the American Bankers Association.

Late direct car loans fell to 1.77 percent in the third quarter from 1.89 percent three months earlier, and delinquent indirect loans decreased to 2.31 percent from 2.33 percent in the second quarter.

So what happened at GMAC and Ford Credit? The companies say they changed credit policies to go after new customers and, ultimately, to help their dealers sell more cars.

see REPOS, page 43

INDEX

Around the world	11
Auction dates	33
Classifieds	34-42
Coming events	12
News briefs	8
Obituaries	45
Opinion	14
Personnel	20-24
Production	47
Sales, car	19
Truck industry	18

63rd year—No. 5263

Advertising Production Department (313) 446-6063
Circulation Department
in Michigan (313) 446-0480
Outside Michigan 1-800-992-9970
Classified Ad Department (313) 446-6065
Display Ad Department (313) 446-6030
Editorial & Business Offices (313) 446-6000

AUTOMOTIVE NEWS (ISSN 0005-1551) is published weekly except semiweekly the fourth week in May at 1400 Woodbridge, Detroit, MI 48207. Second-class postage is paid at Detroit, MI and at additional mailing offices. Postmaster: Send address changes to AUTOMOTIVE NEWS, Circulation Department, 965 E. Jefferson, Detroit, MI 48207.

Big truck makers expect price hikes to stick

By Joseph Bohn
AUTOMOTIVE NEWS STAFF REPORTER

Strong sales and inflation give heavy-truck manufacturers a greater opportunity and more incentive to make their first real price increase in several years stick.

Manufacturers have boosted prices an average of 3 to 3.5 percent for the 1989 model year. Such an increase would hardly raise an eyebrow in most industries, but it is big news for the cutthroat Class 8 market.

For several years, heavy-truck manufacturers have attempted to raise prices at the start of each model year — but quickly undercut them with huge price concessions when the bidding battle for retail orders got under way.

There has been practically no

'89 price ladder: \$4,349 to \$205,500

By John K. Teahen Jr.
AUTOMOTIVE NEWS STAFF REPORTER

New-car buyers in the United States can select 1989 autos ranging from a Yugo hatchback at \$4,349 to a Rolls-Royce Corniche II convertible at \$205,500.

In between are some 600 imported and domestic models, nearly all of them a lot closer to the made-for-misers Yugo than to the

made-for-millionaires Rolls ragtop.

Looking at domestic cars alone, the spread is considerably narrower. The 1989 price leaders among the U.S.-built models are the Dodge Omni America/Plymouth Horizon America five-door hatchbacks at \$6,595. At the top of the list is the Cadillac Allante convertible at \$57,183, followed by the

see CAR PRICES, page 23

bottom to manufacturers' price-cutting, some dealers said.

As Owen Hildreth, owner of Owens International, a South Holland, Ill., Navistar dealership pointed out, prices were determined on a deal-by-deal basis. The bottom was determined when the

hungriest manufacturer sewed up the deal.

Added Joseph Rossetti, executive vice president of sales and marketing for Mack Trucks, "Every deal stands on its own today. There is no consistency in pricing strategies. There is still a lot of discount-

ing. To raise the book price is one thing. To collect it is another."

But this time around, Rossetti and other industry officials are optimistic about making a 3 to 3.5 percent price increase stick.

The industry is under pressure from several years of cost absorption and from recent dramatic increases in the cost of such basic materials as steel and aluminum and componentry. In October, for example, Cummins and Caterpillar, which supply nearly 80 percent of the Class 8 market's engines, both raised their prices nearly 3 percent.

Larry Oliphant, Volvo GM Heavy Truck vice president of sales and marketing, said "it nets down to just what the market will bear

see TRUCK PRICES, page 25

Mid-month sales dip 7%; fewer selling days

By Philly Murtha
AUTOMOTIVE NEWS STAFF REPORTER

Mid-November sales of U.S.-built cars fell 81 percent below last year's comparable 10-day period, although the daily selling rate inched up 3.72 percent this year.

The mid-month sales total was only slightly behind (4.05 percent) the Nov. 1-10 domestic 10-day delivery figure, when the Big 3 launched a plethora of attractive incentives.

All four transplant automakers reported 10-day gains while the Big 3 shared losses in November's second 10-day period.

There were 159,082 domestic cars sold Nov. 11-20 compared with 172,552 a year ago. However, there were eight selling days this year and nine in 1987. The daily selling rate was 19,885 or 713 units higher than last year's 19,172.

In the second 10 days of November, Nissan delivered 29.50 percent more U.S.-made cars than it did last year. Honda's transplant sales rose 23.73 percent.

Mazda's sales quadrupled this year — to 675 from 163. It started reporting sales of cars built at its Flat Rock, Mich., plant last November.

Toyota sold 1.26 more transplant cars than it did a year ago.

Although General Motors delivered 5.38 percent fewer cars in the period this year, Oldsmobile's sales were slightly stronger and Pontiac's sales were off only about 200 units from last year's mid-November period.

Ford Motor Co. sales dropped 12.84 percent in mid-November. Mercury sales slumped 21.99 percent.

Chrysler Motors sold 13.41 percent fewer domestic cars. Dodge deliveries rose slightly.

Mid-November light-truck and car sales declined 8.05 percent to 261,075 units compared with 283,928 last year. Nissan was the only car-truck maker to report a gain, and that resulted from its car sales increase; trucks were down.

Domestic light-truck sales in the second 10 days of November were off 8.42 percent from last year. The four U.S. light-truck producers delivered 101,993 units Nov. 11-20 compared with 111,376 a year ago.

Chrysler sold 11.49 percent fewer trucks in the period. Ford's truck sales were down 9.36 percent and GM sold 5.76 percent fewer light trucks. Nissan reported its transplant light-truck sales were off 4.56 percent.

DOMESTIC SALES

	Nov. 11-20, 1988	Nov. 11-20, 1987
Audi	1,248	671
Chrysler	5,412	6,197
Plymouth	8,346	7,786
Dodge	9,927	9,830
Chrysler Motors	22,933	26,494
Ford	33,755	38,041
Mercury	9,234	11,697
Lincoln	4,461	4,706
Ford Motor Co.	47,450	54,442
Buick	12,276	12,813
Cadillac	5,980	6,489
Chevrolet	25,901	29,422
Oldsmobile	15,080	14,556
Pontiac	17,044	17,246
General Motors	76,291	80,623
Volkswagen	—	1,748
Honda	8,260	8,676
Nissan	1,949	1,505
Toyota	1,524	1,505
Mazda	675	163
U.S. Ind. Total	199,082	172,552

Former exec of AMC buys design firm

TROY, Mich. — A group led by John Mowrey, former American Motors vice president of supply and sourcing, has purchased Time Engineering, ranked by Crain's Detroit Business as the 13th largest automotive engineering firm in the Detroit area.

The 31-year-old firm is involved in product design and engineering and robotic application systems. Time Engineering has 400 employees and reported revenues of \$18.5 million in 1987, down from \$26 million in 1986.

The group purchased Time Engineering from Edac Technologies Corp. Mowrey will initially own 70 percent of the company but has an option to purchase the remaining 30 percent later.

Mowrey, who is president and chief executive officer of Time, said he plans to expand Time's automotive and non-automotive business.

Study to focus on auto women

ANN ARBOR, Mich. — The Office for the Study of Automotive Transportation at the University of Michigan's Transportation Research Institute is undertaking a study of professional women employed by the Big 3 automakers and the U.S. offices of Toyota, Honda, Mazda and Nissan.

The study will identify a profile of the women in managerial positions in the automotive industry. Through questionnaires and interviews, it will attempt to discover what the women's primary issues, concerns and agendas are and their perception of how they are faring in the industry.

In keeping with institute policy, all company and individual names will be confidential.

Women who want to be part of the target group should write: Office for the Study of Automotive Transportation, 2901 Baxter Road, Ann Arbor, MI 48109-2050, or call (313) 764-5592.

Ford gives college \$2,500 for field trips

ST. LOUIS — Ford Motor Co. has donated \$2,500 to Washington University's field science program.

The money will help provide trips to the university's Tyson Research Center for elementary and high school classes.

*SOME LIGHTING SYSTEMS
JUST LIGHT UP YOUR LOT.*

ELSCO SELLS YOUR PRODUCT!



Let's face facts. A well lit merchandise area is a must when it comes to selling automobiles. If it looks good it sells! That's why it's important to have ElSCO's Auto King VI lighting on your lot.

Energy efficient and cost-effective, Auto King VI operational characteristics contribute to greater profitability with performance second to none.

Whether you're building a new location or retrofitting an existing one, you'll see why Auto King VI is setting the standards for quality, performance, efficiency, and design.

To learn more about the amazing Auto King VI call or write ElSCO Lighting Products, Inc.

Manufacturing plants in Stockton, California; Mississauga, Canada; and Hong Kong. Offices in all principal cities.



ELSCO

LIGHTING PRODUCTS INC.

P.O. Box 8946 Stockton, California 95208
209 466-0511 Telex 359414

AUCTION DATES

General Motors

Dec. 6 — Southern Auto Auction, East Windsor, Conn.; Dallas Auto Auction, Grand Prairie, Texas; South Seattle Auto Auction, Rent, Wash.; and National Auto Dealer Exchange, Bordentown, N.J.

Dec. 7 — Atlanta Auto Auction, Atlanta; Baltimore-Washington Auto Exchange, Baltimore; Clanton's Auto Auction, Darlington, S.C.; Southern California Auto Auction, Fontana, Calif.; Mississippi Auto Auction, Hattiesburg, Miss.; and Omaha Auto Auction, Omaha, Neb.

Dec. 8 — Butler Auto Auction, Gibsonia, Pa.; Mid Ark Auto Auction, N. Little Rock, Ark.; Aptco Auto Auction, Taylor, Mich.; Big H Auto Auction, Houston; and Nashville Auto Auction, Nashville, Tenn.

Dec. 13 — A.D.E. of Birmingham, Moody, Ala.; Florida Auto Auction of Orlando, Ocoee, Fla.; and Manheim Auto Auction, Manheim, Calif.

Dec. 14 — Indianapolis Auto Auction, Indianapolis; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; and Minneapolis Northstar Auto Auction, Shakopee, Minn.

Dec. 15 — Arena Auto Auction, Chicago; Ohio Auto Auction, Grove City, Ohio; St. Louis Auto Auction, Bridgeton, Mo.; and Utah Auto Auction, West Bountiful, Utah

Chrysler Motors

Dec. 6 — Florida Auto Auction of Orlando, Ocoee, Fla.; American Auto Auction, Walpole, Mass.; Denver Auto Auction, Aurora, Colo.; Nashville Auto Auction, Nashville, Tenn.; South Seattle Auto Auction, Kent, Wash.; Hatfield Auto Auction, Hatfield, Pa.; and Golden Gate Auto Auction, Fremont, Calif.

Dec. 7 — Northway Exchange, Clifton Park, N.Y.; Minneapolis Auto Auction, Plymouth, Minn.; and Butler Auto Auction, Gibsonia, Pa.

Dec. 8 — Clanton's Auto Auction, Darlington, S.C.; The Big Sky Auto Auction Inc., Billings, Mont.; Aptco Auto Auction, Taylor, Mich.; Salt Lake Auto Auction, Salt Lake City; Ark-La-Tex Auto Auction, Shreveport, La.; and Metro Auto Auction of Kansas City, Lee's Summit, Mo.

Dec. 13 — Dallas Auto Auction, Grand Prairie, Texas; Arena Auto Auction, Chicago; Greensboro Auto Auction, Greensboro, N.C.; Southern Auto Auction, Warehouse Point, Conn.; Portland Auto Auction, Portland, Ore.; Riverside Auto Auction, Riverside, Calif.; and Hatfield Auto Auction, Hatfield, Pa.

Dec. 14 — A.D.E. of Birmingham, Birmingham, Ala., and Columbus Fair Auto Auction, Obetz, Ohio

Ford Motor Co.

Dec. 6 — Harrisonburg Auto Auction, Harrisonburg, Va., and Golden Gate Auto Auction, Fremont, Calif.

Used Car Sales Auction Averages

November 88	\$5,204
Month ago	\$5,748
Year ago	\$5,933

Dec. 7 — Concord Auto Auction, Acton, Mass., and Lakeland Auto Auction, Lakeland, Fla.

Dec. 8 — Wednesday Auto Auction, Obetz, Ohio; Greensboro Auto Auction, Greensboro, N.C.; Texas Hobby Auto Auction, Houston; Interstate Auto Auction, Mercer, Pa.; Skyline Auto Exchange, Fairfield, N.J.; and 166 Auto Auction, Springfield, Mo.

Dec. 13 — South Seattle Auto Auction, Kent, Wash.

Dec. 14 — Northway Auto Exchange, Clifton Park, N.Y.; Clanton's Auto Auction, Darlington, S.C.; Aptco Auto Auction, Taylor, Mich.; Mississippi Auto Auction, Hattiesburg, Miss.; Indianapolis Auto Auction, Indianapolis;

Model Breakdown Auction Averages

	NOV 1988	OCT 1988	SEPT 1988
1988 ...	\$9,514	\$9,863	\$9,772
1987 ...	\$7,330	\$7,759	\$7,554
1986 ...	\$5,997	\$6,495	\$6,816
1985 ...	\$5,077	\$5,098	\$5,593
1984 ...	\$3,721	\$4,206	\$4,177
1983 ...	\$2,948	\$3,258	\$3,556
1982 ...	\$2,228	\$2,633	\$2,535
1981 ...	\$1,706	\$1,882	\$1,743
Overall Average	\$5,204	\$5,748	\$5,757

Southern California Auto Auction, Fontana, Calif.; and Omaha Auto Auction, Omaha, Neb.

Dec. 15 — Baltimore-Washington Auto Exchange, Baltimore; Arena Auto Auction, Chicago; Dallas Auto Auction, Grand Prairie, Texas; Denver Auto Auction, Aurora, Colo.; Minneapolis Auto Auction, Plymouth, Minn.; Nashville Auto Auction, Nashville, Tenn.; and Southwest Auto Auction, Chandler, Ariz.

Dec. 20 — Harrisonburg Auto Auction, Harrisonburg, Va., and Golden Gate Auto Auction, Fremont, Calif.

AUCTION DIRECTORY

313-446-6065

FLORIDA

WELCOMES YOU TO PLEASE BE OUR GUEST

TUESDAY
DECEMBER 13th

ONE TICKET FOR EACH UNIT REGISTERED
ONE TICKET FOR EACH UNIT SOLD
TWO TICKETS FOR EACH UNIT PURCHASED

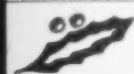
NO GIFTS and PRIZES

FIRST PRIZES @ \$5,000 CASH
20) FOURTH PRIZES @ \$250 CASH

VEHICLES

PHONES
CAMERAS
E • WATCHES
SILVER SERVICE
CAMERAS

BUYERS



Early

DO (407) 656-6200



Budget
RAC of FLORIDA
OVER 200
1988 & 1989 MODELS

GIANT
G.M.A.C., W.O.F. Co.,
Chrysler Credit & Bank Repo.
MILLER MOTORS
OVER 200 VEHICLES
Excellent Mix of Fine
Retail Ready Units

150
UNITS

SUBARU

150
UNITS

Most 1987 - Some 1988 -
One half are 4x4
Five door wagons • Four door sedan
• Three door hatchback
LANE #9 at
approx. 2:00 P.M.
— OPEN TO ALL BUYERS —

SOUTH CAROLINA

Clanton's Auto Auction, P.O. Box 51, Darlington, South Carolina, 803-393-2861. Sale every Thurs., Regular Consignment, 11 a.m. & Early Bird, 9 a.m. (repos & lease units).

TENNESSEE

Memphis Auto Auction, 2650 Mt. Moriah Rd., Memphis, Tenn. 38115. 901-794-7700. Sale every Tuesday at 11 AM. Mid-South's newest auto auction.

TEXAS

DEALERS AUTO AUCTION OF DALLAS
A Manheim Auction
"Come Meet The Tuesday Team"
DEALERS AUTO AUCTION OF DALLAS
2717 E. Main, Grand Prairie, TX 75050
EVERY TUESDAY 11:00 AM
Full Fleet/Lease Service, Airport Pickup
For Information, Call: (214) 642-3900

TEXAS

"Texas Tuesday Tradition"
BIG H AUTO AUCTION
14450 West Road, Houston TX 77041
Five Selling Lanes
Every Tuesday 10:00 AM
Full Fleet/Lease Service
Airport Pickup
Call The Help Hotline For Information
Houston (713) 890-4300

TEXAS

Fort Worth Auto Auction (div. of GECAA), 2245 Jacksboro Hwy., Ft. Worth, TX 76114. Sale every Thursday. Contact: George Horton, 817-626-5494.

TEXAS

San Antonio Auto Auction (div. of GECAA), 1500 Ackerman Rd., San Antonio, Texas 78219. Sale every Weds. Contact: Frank Post or Michael Milikien, 512-661-4200.

WASHINGTON

So. Seattle Auto Auction. The lease & Fleet Specialists, Tom Chase, 1-800-872-6800. P.O. Box 5189, Kent, Washington 98064.

WISCONSIN

Metro Milwaukee Auto Auction. Sale every Wednesday. FMC, GMAC, all leasing. 414-835-4436, Caledonia, Wisconsin.

Remember

Call Marie Hingst at
(313) 446-6065 and you'll
do business in the back
of Automotive News.

PRODUCTION

Car output hits 163,622 after holiday

by Karen Detkowski
SPECIAL CORRESPONDENT

Last week's targeted domestic auto production totaled 163,622 units, 82.50 percent above the Thanksgiving week's 89,654 and 3.31 percent above the year-ago week's 153,907.

Companies split last week's estimated output as follows: General Motors, 46.61 percent; Ford Motor Co., 25.86 percent; Chrysler Motors, 17.60 percent; Honda of America Manufacturing Inc., 4.47 percent; Mazda Motor Manufacturing (U.S.A.) Corp., 2.96 percent; Nissan Motor Manufacturing Co. U.S.A., 1.26 percent; and New United Motor Manufacturing Inc., 1.24 percent.

Truck output was estimated at 96,823 units last week, 87.29 percent above the holiday week's 51,696 and 13.90 percent above the year-ago week's 85,007.

GM's Doraville, Ga., plant resumed output of the Oldsmobile Cutlass Supreme today. The Fairfax, Kan., plant remains closed and is scheduled to resume production of the Pontiac Grand Prix next week. Both plants were closed because of parts shortages.

GM slated overtime last Saturday at its Lansing, Mich., (Pontiac Grand Am) plant. Friday overtime was scheduled last week at the Janesville, Wis., plant for both car and truck assembly lines, which are on a 10-hour/4-day schedule.

Also slated for Saturday overtime last week were the following GM truck assembly plants: Baltimore, Pontiac, Mich.; East and West, Shreveport, La.; and Moraine, Ohio.

GM's Lordstown, Ohio, truck plant closed Nov. 21 to change the paint system. It will return Jan. 3.

Daily overtime is scheduled at all Ford assembly plants this week.

Ford slated Saturday overtime last week at its Wixom, Mich., car plant and five truck plants: Kansas City, Mo.; Norfolk, Va.; Lorain, Ohio; Louisville, Ky.; and Wayne, Mich.

Saturday overtime is scheduled at Ford's Twin Cities, Minn., and Lorain truck plants this week.

Chrysler's Kenosha, Wis., plant resumed output last week after a break for hunting season.

The Kenosha plant will close Dec. 23. It assembles the Plymouth Gran Fury and Horizon, Chrysler Fifth Avenue and Dodge Diplomat and Omni. The Omni and Horizon will be moved to the Detroit Jefferson plant in January. Gran Fury, Diplomat and Fifth Avenue will be dropped.

Canadian cars edge upward

Canadian auto production was scheduled at 17,853 units last week, slightly above the prior week's 12,710 but 11.77 percent below the year-ago week's 20,234.

Estimated truck output of 20,654 units last week was 1.36 percent below the prior week's 20,939.

General Motors' Oshawa (No. 2) plant remains closed for model changeover. The plant is expected to resume production Jan. 3.

Navistar's Chatham, Ontario, plant remains closed until Dec. 12.

U.S. CAR	Week Ended Dec. 3, 1988	Week Ended Dec. 5, 1987	Week Ended Nov. 26, 1988	Nov. Est.	Jan. 1 to Dec. 3, 1988	Jan. 1 to Dec. 5, 1987
Alliance	0	0	0	0	15,994	0
Total Eagle	0	0	0	0	15,994	0
Horizon	1,800	1,076	0	5,968	74,510	41,912
Sundance	2,900	1,784	1,528	8,671	97,406	84,433
Reliant	2,400	3,679	1,301	8,498	85,541	124,700
Accclaim	900	0	531	3,231	4,200	0
Caravelle	0	457	0	0	9,265	40,451
Gran Fury	400	168	0	1,503	19,599	6,628
Total Plymouth	5,400	7,164	3,360	28,870	290,521	298,124
LeBaron K	0	1,015	0	0	7,912	61,041
LeBaron J	2,800	2,813	1,429	10,541	80,977	106,670
LeBaron GTS	200	484	133	895	8,723	35,720
N. Yorker E-Class	0	0	0	0	0	57,102
N. Yorker C-Class	2,200	1,700	1,403	9,049	93,409	15,385
Fifth Avenue	800	1,395	0	2,980	30,510	61,323
Total Chrysler	6,000	7,407	2,965	23,265	226,531	337,241
Omni	1,700	1,101	0	5,867	73,212	36,405
Daytona	2,300	1,942	941	7,295	73,305	58,747
Shadow	2,800	2,224	1,220	8,852	95,498	89,008
Aries	3,000	3,702	1,465	10,244	85,997	117,685
Dodge 600	0	782	0	0	8,549	37,858
Dynasty	2,900	1,410	1,711	11,865	104,204	4,144
Lancer	300	348	132	973	8,765	22,226
Spirit	1,000	0	647	3,407	4,150	0
Diplomat	400	501	0	1,423	17,952	13,958
Total Dodge	14,400	12,010	6,116	49,926	471,632	380,031
CHRYSLER MOTORS	28,800	26,581	12,441	102,062	988,684	1,031,390
Escort	9,272	9,464	5,630	39,590	386,118	366,565
Mustang	4,482	4,634	2,264	15,520	187,005	200,221
Tempo	3,827	4,831	2,164	14,477	171,323	134,322
Taurus	8,640	7,925	4,635	33,518	368,646	382,930
Thunderbird	3,502	3,461	1,424	8,420	103,101	148,182
Total Ford Div.	29,723	30,315	16,117	111,525	1,216,193	1,232,220
Lynx	0	0	0	0	0	21,352
Topaz	1,673	1,496	806	5,689	65,916	43,213
Cougar	2,330	2,309	938	6,720	80,322	129,968
Sable	3,127	2,659	2,203	12,065	126,292	114,827
Total Mercury	7,130	6,464	3,947	24,474	272,530	309,595
Continental	1,815	534	936	3,366	50,395	11,813
Mark VII	911	622	472	3,167	26,271	26,635
Lincoln	2,726	2,897	1,412	9,543	115,717	132,369
Total Lincoln	5,452	4,053	2,820	19,076	192,383	170,817
Total L-M Division	12,582	10,517	6,767	43,550	464,913	480,412
FORD MOTOR CO.	42,305	40,832	22,884	155,076	1,681,106	1,712,632
Skyhawk	1,162	1,047	576	4,147	26,094	31,799
Skyhawk/Somerset	1,785	1,243	1,157	6,863	50,208	61,862
Century	3,425	4,190	1,868	15,940	132,159	150,275
Regal (rwd)	0	667	0	0	0	39,923
Riviera	162	261	383	2,550	11,462	12,607
Electra	2,504	1,588	1,512	9,808	84,119	89,241
LeSabre (fwd)	2,915	2,426	1,817	10,889	125,787	134,796
LeSabre (rwd)	215	345	134	891	9,270	9,428
Reatta	266	0	0	588	8,988	0
Total Buick	12,934	11,767	7,447	51,675	448,095	529,931
Cimmaron	0	55	0	0	3,693	10,115
Eldorado	777	612	451	3,006	33,009	19,565
Seville	590	804	340	2,285	21,722	18,151
Brougham (rwd)	920	2,056	524	3,626	33,219	71,191
Deville (fwd)	4,998	3,387	2,996	18,443	150,327	132,364
Alante	75	81	45	288	2,014	4,309
Total Cadillac	7,360	6,995	4,356	27,647	243,984	255,695
Cavalier	7,484	6,763	3,894	28,497	332,604	292,447
Camaro	2,595	2,487	1,532	10,947	92,401	114,214
Celebrity	4,618	4,465	2,718	20,332	176,668	279,483
Corsica/Beretta	9,936	8,462	5,296	39,593	406,232	324,866
Monte Carlo	0	1,746	0	0	0	70,343
Caprice	4,145	5,517	2,258	15,982	193,209	183,762
Corvette	555	559	315	2,150	21,496	26,591
Total Chevrolet	29,333	29,999	16,013	117,501	1,222,610	1,291,706
Calais	3,015	2,602	1,930	11,599	109,847	111,214
Firenza	0	326	0	0	5,230	13,190
Cutlass Ciera	1,685	246	999	6,323	33,460	108,275
Cutlass Supreme	0	1,671	0	9,915	130,208	71,538
Toronado	331	442	196	1,279	14,298	15,055
88 (fwd)	3,345	3,391	2,006	13,053	146,795	168,025
88 (rwd)	205	397	81	641	10,360	14,015
Olds 98	1,760	1,743	1,069	6,844	69,376	67,449
Total Oldsmobile	10,341	10,818	6,281	49,653	519,574	572,359
Sunbird	2,887	2,529	1,429	10,988	103,841	82,101
Grand Am	5,976	4,995	3,071	21,167	226,641	233,406
Firebird	1,665	1,496	962	6,998	61,806	73,458
Grand Prix	0	0	2,376	13,576	132,543	0
Pontiac 6000	2,705	1,121	1,437	9,314	87,680	67,442
Bonneville	2,971	1,968	1,749	11,573	113,386	118,860
Safari/Parsienne	95	215	75	406	7,010	8,733
Piero	0	1,063	0	0	43,297	30,730
Total Pontiac	16,299	13,387	11,099	74,022	746,206	614,730
GENERAL MOTORS	76,267	72,966	45,196	320,498	3,180,469	3,264,421
HONDA	7,320	6,792	4,530	31,023	343,237	303,804
Civic	2,426	1,867	1,551	10,324	102,643	83,683
Accord	4,894	4,925	2,979	20,698	240,594	220,121
MAZDA	4,845	505	2,795	20,945	148,139	3,001
NISSAN	2,060	1,338	1,299	8,316	103,425	109,842
NUMMI	2,025	3,268	509	5,038	120,692	179,819
Corolla	1,825	1,096	424	4,723	49,727	40,862
Geo Prizm/Nova	200	2,172	85	315	70,962	138,957
VOLKSWAGEN	0	1,625	0	0	35,997	60,923
Golf/GTI	0	1,000	0	0	30,444	45,255
Jetta	0	625	0	0	5,553	15,668
Total Cars, U.S.	163,622	153,907	89,654	642,957	6,801,749	6,665,832
Total Cars, Canada	17,853	20,234	17,710	79,062	973,607	746,600
U.S., Canada Cars	181,475	174,141	107,364	722,019	7,755,356	7,412,432
U.S., Canada Cars and Trucks	299,952	277,407	179,999	1,176,894	12,300,179	11,758,214

Monthly estimates may contain error of one or two units due to rounding.
*—Total includes the MX-6 and Ford Probe.

CANADIAN CAR	Week Ended Dec. 3, 1988	Week Ended Dec. 5, 1987	Week Ended Nov. 26, 1988	Nov. Est.	Jan. 1 to Dec. 3, 1988	Jan. 1 to Dec. 5, 1987
Eagle	0	—	0	0	0	—
Premier	1,275	—	1,281	5,673	56,524	—
CHRYSLER MOTORS	1,275	1,179	1,281	5,673	56,524	9,007
Escort	0	—	0	0	0	—
Lynx	0	—	0	0	0	—
Tempo	3,268	—	3,411	13,533	160,310	—
Topaz	1,628	—	1,704	6,748	64,552	—
Crown Victoria	2,895	—	2,799	12,610	121,037	—
Grand Marquis	2,865	—	2,774	12,620	122,779	—
FORD MOTOR CO.	10,656	10,134	10,688	45,512	468,678	404,141
Celebrity	312	—	587	1,732	19,500	—
Cutlass Ciera	3,930	—	3,467	15,901	208,346	—
Cutlass Supreme	0	—	0	0	0	—
Grand Prix	0	—	0	0	0	—
Pontiac 6000	0	—	0	0	29,690	—
Regal	0	—	10	2,737	139,613	—
GENERAL MOTORS	4,242	8,503	3,864	20,370	397,149	310,950
Civic	1,500	—	1,698	6,752	43,407	—
Accord	0	—	0	0	1,828	—
HONDA	1,500	418	1,698	6,752	45,235	14,513
VOLVO	180	0	179	755	6,021	7,989
Total Cars, Canada	17,853	20,234	17,710	79,062	973,607	746,600
U.S. TRUCK*	Week Ended Dec. 3, 1988	Week Ended Dec. 5, 1987	Week Ended Nov. 26, 1988	Nov. Est.	Jan. 1 to Dec. 3, 1988	Jan. 1 to Dec. 5, 1987
Caravan	2,300	—	1,242	9,025	86,154	—
Dakota	2,700	—	1,381	9,595	101,360	—
Mini-Ram Van	150	—	66	807	11,335	—
Pickups	2,700	—	1,368	9,596	79,865	—
Total Dodge	7,850	8,264	4,057	29,023	278,714	292,410
Cherokee	4,600	—	2,281	17,306	174,209	—
Comanche	800	—	451	3,259	41,139	—
Grand Wagoneer	300	—	210	1,368	13,159	—
Pickups	0	—	0	0	0	—
Wagoneer	200	—	124	835	10,104	—
Total Jeep	5,900	4,647	3,066	22,768	238,611	208,984
Voyager	2,200	—	1,248	8,367	80,203	—
Total Plymouth	2,200	—	1,248	8,367	79,568	—
CHRYSLER MOTORS	15,950	12,911	8,371	60,157	593,982	501,394
Aerostar	4,900	—	2,985	16,435	192,998	—
Bronco	2,074	—	1,020	7,129	53,876	—
Bronco II	3,286	—	1,704	11,359	113,545	—
Econoline	5,590	—	3,130	21,779	226,516	—
Heavy trucks	1,190	—	707	5,085	60,622	—
Light trucks	12,812	—	6,676	44,283	461,406	—
Ranger	8,044	—	4,191	26,823	302,877	—
Total Ford Div.	37,896	32,703	20,413	132,892	1,411,840	1,3